



company profile

progression <<
innovation <<
knowledge <<



about Pointglen

Formed in 1995, Pointglen Developments has established its reputation as a major property development company, setting new benchmarks in the residential and commercial market. As a company local to Mackay, Pointglen Developments has an intimate knowledge of the wants and needs of the local community. The directors are committed to ensuring that any Pointglen development will be a positive legacy for the future generations of Mackay.

The philosophy of Pointglen is to provide a quality product, with attention to detail, giving their developments uniqueness while still maintaining a competitive edge in the marketplace.

The expertise of Pointglen Developments is further enhanced on a practical level through its construction and landscaping arm, Vassallo Constructions Pty Ltd. Linked by the same ownership and management, the two companies are able to bring together extensive experience of all facets of development, construction and landscaping.



why Pointglen

Local knowledge

Pointglen is a locally owned business with extensive local - market knowledge. We have the ability to successfully target demographic profiles and maximise return of sales. We understand the needs of the local community and have a stake in the long term future of Mackay.

Maximise sales and returns

Pointglen has the ability not only to achieve a high rate of sales, but also the best potential returns. Often this means going against the current thinking of agents and valuers and implementing innovative marketing strategies.

Market Leaders

Our commitment to innovation has ensured our position as market leaders. We have been able to set a standard in the Mackay region that is being followed by other developers. Pointglen Developments is structured to ensure that our market leading status will be maintained.

Innovation

Pointglen Developments is the first developer in the Mackay region to incorporate a lagoon into a residential estate. We were able to identify a niche in the local market and use this point of difference to achieve outstanding results. Pointglen also stays one step ahead of its competitors by studying the latest trends and developments, including highly acclaimed developments outside the local market.

Quality

Pointglen firmly believes in delivering a quality product. Which ultimately flows through to increased sale rates and higher yields.



the Pointglen team

Each of the company's key personnel has been carefully selected for their exceptional skills. They are highly qualified in their respective fields and are committed to ensuring that the company philosophy is upheld. Each team member brings many years of experience to the table.

Pointglen is the only company in Mackay to employ its own in-house staff for all aspects of development including Planning, Surveying, Engineering, Construction, Landscaping, Marketing and Sales. This range of expertise gives our project management team the edge when dealing with complex planning issues and government departments at local, state and federal levels. Our ability to streamline the approval process and deliver high quality outcomes ensures that every Pointglen project has the best possible chance of market success.



our vision for you

Our vision for our clients is to create a quality development aimed at the entire Mackay region and beyond.

We believe that it is vital for extensive infrastructure, primarily parks and road, to be developed up-front as part of the first stage of development. The first stage will set the image for the development as a whole and it is vital for the success of the ongoing stages that an up-front standard is set and maintained.

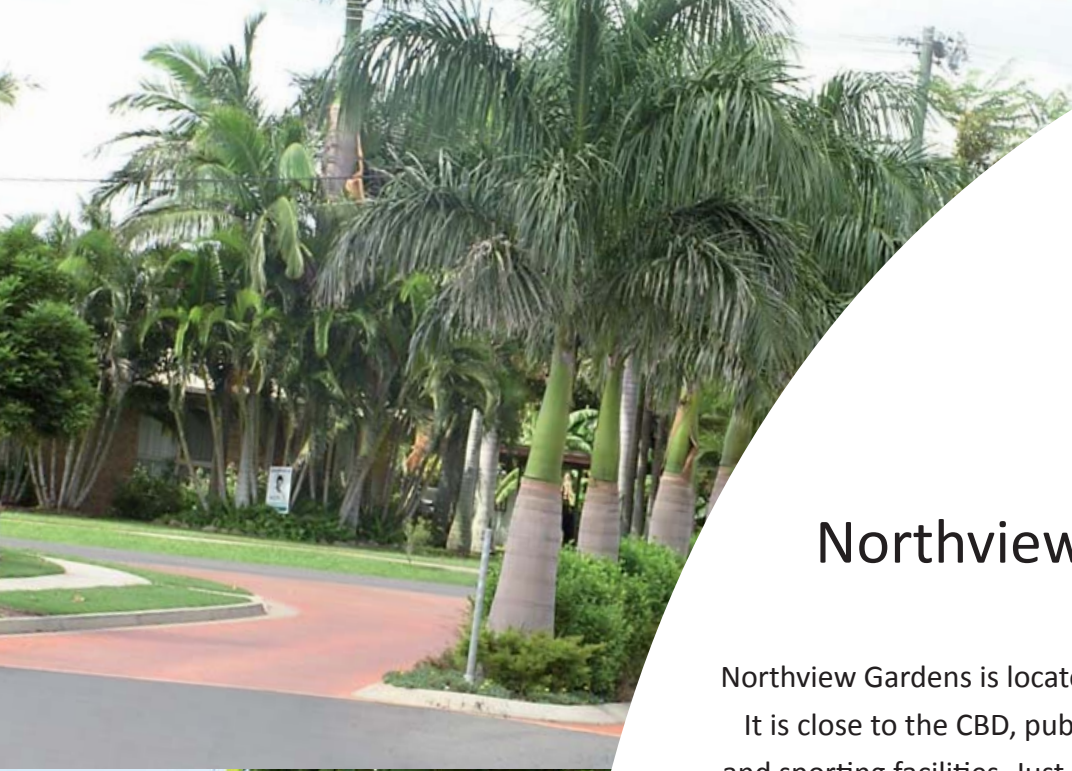
Through research and extensive local knowledge, Pointglen Developments has identified several key markets that will sustain an excellent rate of sales whilst optimising sales prices. We believe these last two points (rate of sales and optimising sale prices) will be vital to your success. Pointglen have demonstrated their ability to achieve this in the past, often against market trends, and all of this experience would be bought to the fore in the planning and marketing of your development.

It is envisioned that this development would require a dedicated Sales and Marketing team concentrating solely on your development.

It would be our intention to avoid creating an average, or lower quality development, as we believe long-term sales and growth will be seriously affected.

We consider that it is hard to improve peoples' perceptions of a development, rather we believe in the long term benefits of creating a quality image from the start. It would be very disappointing to see the development burned out in it initial stages to maximise short-term profits, rather than achieving a long-selling development.





Northview Gardens Estate

Northview Gardens is located at Mount Pleasant in Mackay. It is close to the CBD, public and private schools, hospitals and sporting facilities. Just one minute away is an extensive shopping complex. The estate has its own central lagoon and surrounding parkland with brand new playground equipment for the kids. On the outskirts of the park lies the estate's own Childcare Centre. Investment within the estate is protected by a well managed building covenant and the ongoing creation of our "community spirit" is a strong focus of the development.

Also part of the Northview Gardens estate is Rosemoor Court. This select enclave within Northview Gardens is all about the lifestyle and the Queensland Tropics. The homes in this development were designed with the Queensland Climate in mind. These innovative homes incorporate timber decks, open plan living, passive solar design, lightweight materials to prevent heat gain, light reflective external colours and privacy screens. The homes are orientated to maximise views and catch the predominant southerly and south-easterly breezes that Mackay is renowned for.



Shoal Point Waters

Construction has commenced on our latest development at Shoal Point, 10 minutes north of Mackay. This new development will set the benchmark for residential developments in the North Queensland region. Shoal Point Waters is set to be our biggest and best development with over 1000 allotments. Set on Shoal Point beach and extending over the hinterland of Shoal Point, the estate will have magnificent views of the surrounding pristine coastline, Coral Sea, Cape Hillsborough National Park, Whitsunday Passage and South Whitsunday islands. The development will include a 9ha man made lake and plenty of walking tracks, capturing the best there is to offer in Australian beachside living.

Go to www.pointglen.com.au for more details.



Richmond Hills Estate

Richmond Hills is a major masterplanned residential community less than 10 minutes from the Mackay CBD. This new development is proposed to have over 600 lots with a variety of views including city, country and natural surroundings.

It offers the convenience of being close to the city with a variety of lot sizes with many different views including McReadys Creek.

Go to www.richmondhillsestate.com.au for more details.



Nabilla Meadows

Nabilla Meadows is located only 20 minutes from Mackay's City Gates. With many local amenities at the township of Marian.

The first stage of the development will offer over 40 larger than normal size lots. These will be available from July 2010 onwards with more stages to follow.

Go to www.nabillameadows.com.au for more details.



Inspire CBD

Located in the heart of Mackay's CBD, Gordon Street is Mackay's finest masterplanned mixed use community designed by one of Australia's best architects. Inspire CBD will include over 19,000m² of office and retail space, about 300 units and townhouses and a hotel with conference facilities.

Stage 1 will include the office precinct building Tennyson which offers a very high quality corporate address. This address will include an abundance of parking and a target green star rating. Inspire CBD's office precinct aims to be the dominate CBD address for business in the Mackay Region.

Go to www.inspireCBD.com.au for more details



Town Beach

The Town Beach project is currently in the final stages of planning and approvals. The developments will be located just 5 minutes from the Mackay CBD and walking distance to Illawong beach.

Town Beach is an enormous mixed use masterplanned community for the expanding and growing Mackay population. The development will encompass tourism, commercial and residential sectors.

The development will include bike, and walking paths and 3 beach access points.

Go to www.pointglen.com.au for more details.

